



Sales Consultant



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1 Description

SourceDogg is a leading Supplier Management & eProcurement software provider committed to offering the easiest-to-use software experience and value to a client base that includes many successful infrastructure, construction, and engineering clients. This is an excellent opportunity to join a rapidly expanding cloud-based software company and gain exposure to cutting-edge technologies.

2 The Role

As a sales consultant focused on supplier data management and relationship management, your primary responsibility would be to help clients optimise their supply chain operations by effectively managing their supplier relationships and data.

Your role would involve working closely with clients to understand their unique business needs and challenges, identifying areas for improvement, and developing and presenting solutions that align with their goals.

To succeed in this role, you will need strong analytical and problem-solving skills, as well as excellent communication and relationship-building abilities. You should also have a solid understanding of supply chain operations and the ability to work effectively both independently and as part of a team.

Job Type: Permanent, fulltime

Location: UK / Remote

3 Duties and Responsibilities

Some of the key tasks that you will be responsible for include:

- Assessing clients' current supplier data management processes and identifying areas for improvement.
- Developing and implementing strategies to improve supplier relationship management, including supplier performance measurement and improvement plans.
- Providing guidance and training to clients on best practices for supplier data management, including data quality and accuracy, data security, and compliance with regulatory requirements.
- Collaborating with clients and internal teams to develop and implement customized solutions that meet their specific needs and requirements.
- Maintaining strong relationships with clients to ensure ongoing satisfaction and identify new opportunities for business growth.

4 Skills and Qualifications

As a sales professional in a SaaS sales role, there are several key characteristics that are required to succeed. Here are some of the most important:

1. **Tech-Savviness:** SaaS sales involve selling software, which means that you need to have a deep understanding of the product and how it works. You should be able to use and demonstrate the software effectively, as well as have a good understanding of the technical requirements and limitations.
2. **Strong Communication Skills:** Sales is all about communication, and in a SaaS sales role, you need to be able to communicate the value proposition of the software clearly and effectively to potential customers. You should be comfortable presenting and demonstrating the software to groups of people, as well as being able to answer questions and address concerns.
3. **Persistence:** SaaS sales can be challenging, and it often takes time and persistence to close deals. You should be able to handle rejection and keep pushing forward, even when faced with obstacles.
4. **Customer Focus:** SaaS sales is all about building strong relationships with customers. You should be able to understand the needs of your customers, develop a deep understanding of their business, and help them find solutions to their problems.
5. **Adaptability:** The SaaS industry is constantly evolving, and you need to be able to adapt quickly to changes in the market. You should be comfortable learning new things and be willing to adjust your approach based on new information.
6. **Results-Oriented:** Ultimately, the success of a SaaS sales professional is measured by the number of sales they close. You should be focused on achieving your sales targets and be willing to put in the effort required to achieve your goals.
7. **Team-Oriented:** While you may be responsible for your own sales, SaaS sales often involves working closely with other teams, such as product development and customer support. You should be able to work collaboratively with others and be willing to lend a hand when needed.

5 Knowledge of the following would be an advantage

Having perspicacity, proficiency in Excel and PowerPoint are also important characteristics for success in a SaaS sales role.

Perspicacity refers to having keen insight and an ability to quickly understand complex situations. In a SaaS sales role, this means having a deep understanding of the software being sold, as well as the ability to quickly grasp the unique needs and challenges of each customer.

Proficiency in Excel and PowerPoint is also important for creating presentations and reports that effectively communicate the value proposition of the software and demonstrate its capabilities. Excel is particularly important for analysing data and creating sales reports, while PowerPoint is useful for creating visual aids that help to explain the benefits of the software.

In addition to these characteristics you should also be self-motivated, able to work independently, and have a strong work ethic. You should be able to manage your time effectively and prioritise your workload to achieve your sales targets.

Overall, the successful SaaS sales professional candidate should possess a combination of technical, interpersonal, and analytical skills, as well as having the ability to work independently and as part of a team.

6 Why choose to work with us

Teamwork is part of our core. We seek purpose in everything we do and are not afraid to ask challenging questions along the way. We understand the complexity of simplicity and believe that less is more.

We have an innovative and high-performance culture where we encourage and reward creativity and teamwork, and we have fun while we do it! This is a unique opportunity to join a growing company and comprises a team of expert technologists and seasoned professionals.

Attractive prospect to progress your career further as our company grows.